

Conor Chepenik

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TECHNICAL SKILLS

Languages: HTML, CSS, JavaScript, Java

Databases: SQL, PostgreSQL

Software/Tools: Next.JS, Express, React, Bun, Node.js, Canva, V.S Code, Umbrel, Bitcoin core, Tailwind, Git, GitHub, Bard, Claude.ai, ChatGPT, & Bing

EXPERIENCE

MassAdoption

Boston, MA

Lead Developer

June 2022 - Present

- Spearheaded the development and successful launch of the MassAdoption website using vanilla JavaScript, HTML, & CSS, with Hostinger for efficient deployment.
- Enhanced the website's user experience and aesthetic appeal by upgrading it to Next.JS, React, & tailwind, contributing significantly to the design improvements.
- Led development for the front end of MassAdoption's Bitcoin-focused LLM, Mr. Nakamoto.
- Facilitated strategic partnerships with sponsors and stakeholders, driving the establishment of premier Bitcoin meetups within the Boston area. Additionally, played a key role in the meticulous planning and execution of the highly acclaimed MassAdoption Freedom Festival, contributing to its success.

Launch Academy

Boston, MA

Apprentice Full Stack Developer

January 2023 - July 2023

- Dedicated eight hours daily to a rigorous learning regimen focused on crafting web applications within a React/Express stack. Engaged in collaborative learning through pair programming sessions, delivered informative lightning talks, provided code explanations, and consistently sought clarifications.
- Utilized agile methodologies, pair programming, and collaborative development, alongside test-driven development (TDD), object-oriented programming (OOP), continuous integration, and more, to construct web applications.
- Designed and created [Habit-Chain](#), a dynamic web application utilizing JavaScript, SCSS, React, Node.js, Express, and the Giphy API. Habit-Chain empowers users to seamlessly monitor and reinforce their positive habits, harnessing the visual impact of GIFs to visually track the growth of their Habit-Chain over time..

Writer

Global

Published in Bitcoin Magazine, Bitcoinnews.com, Satoshi's Journal, Zerohedge

June 2022 - Present

- Proudly featured in Bitcoin Magazine's prestigious GateKeeper's edition.
- Dedicated to crafting insightful articles on the enduring significance of Bitcoin and Nostr.
- Explore my entire portfolio on my [conorchepenik.com](#) for more.

Datadog

Boston, MA

Commercial Account Executive

April 2022 - January 2023

- Utilized LinkedIn Sales Navigator, Builtwith.com, and Zoominfo to generate personalized outreach, resulting in successful business development via cold calling, email and LinkedIn/Twitter outreach, leading to closing and onboarding of high-profile accounts such as The Block, Foodoo.ai, Transpose, Terracycle, and Usepower.com, among others.
- Coached Sales Development Reps on strategy and best practices for business development, resulting in a 64% increase in meetings booked for SDRs, ultimately leading to more revenue generated for the company.

Reveener

Lexington, MA

Business Development Team Lead

September 2020 - April 2022

- Promoted from Business Development Representative to Business Development Team Lead in May 2021.
- Managed outbound sales team selling web/app development, backup software, learning management solutions, and digital signage for companies like Quantum Mob, Datto, and Yodeck.
- Spearheaded the creation of an employee intranet portal that consolidated all sales data, providing employees with easy access to their career progress at Reveener.

EDUCATION

Tufts University

Medford, MA

B.A Film & Media, Entrepreneurship

August 2016 - June 2020

Additional Proficiencies:

Meme Enthusiast | Local Meetup Coordinator | Former D-3 Football Player | Avid Runner | Devoted Father | Astute Critical Thinker